ملاحظة: هذه المصطلحات ليست شامله لجميع المنهج، لكنها أهمها^^

TERM	DEFINATION
Business Intelligence (BI)	A term primarily used in industry that incorporates a range of analytical and decision support applications in business including data mining, decision support systems, knowledge management systems, and online analytical processing.
Business Model	A conceptual representation of how an organization delivers value to its customers in a cost-effective manner.
Business-To-Business (B2B) E-Commerce	This category of e-commerce involves both e-business marketplaces and direct market links between businesses. For example, many companies offer secure Internet or extranet e-commerce catalog Web sites for their business customers and suppliers.
Business-To-Consumer (B2C) E-Commerce	Businesses develop attractive electronic marketplaces to sell products and services to consumers at e-commerce Web sites that provide attractive Web pages, multimedia catalogs, interactive order processing, secure electronic payment systems, and online customer support.
Change Management	Managing the process of implementing major changes in information technology, business processes, organizational structures, and job assignments to reduce the risks and costs of change and optimize its benefits.
Competitive Forces	These forces can be considered as factors which force an organization to adopt Information Technology. If investment in IT is not made, any of these forces can adversely affect the business of the organization. List of competitive forces includes: 1) Rivalry of Competitors, 2) Threat of New Entrants, 3) Threat of Substitutes, 4) Bargaining Power of Customers, and 5) Bargaining Power of Suppliers.

TERM	DEFINATION
Competitive Strategies	These strategies are considered as factors which can help an organization take an edge over their competitors if the organization invests in IT. Investment in IT with emphasis on these strategies can help the organization lead in competition. Major competitive strategies include 1) Cost Leadership Strategy, 2) Differentiation Strategy, 3) Innovation Strategy, 4) Growth Strategy, and 5) Alliance Strategy.
Consumer–To–Consumer (C2C) E–Commerce	Consumers (as well as businesses) can buy from and sell to one another in an auction process at an auction Web site.
Data Resource	Data constitute valuable organizational resources. Data resources include data and knowledge bases.
Decision Support System (DSS)	An information system that utilizes decision models, a database, and a decision makers own insights in an ad hoc, interactive analytical modeling process to reach a specific decision by a specific decision maker.
E–Commerce Marketplaces	Internet, intranet, and extranet Web sites and portals hosted by individual companies, consortiums of organizations, or third–party intermediaries providing electronic catalog, exchange, and auction markets to unite buyers and sellers to accomplish e–commerce transactions.
Electronic Business (e–Business)	The use of Internet technologies to internetwork and empower business processes, electronic commerce, and enterprise communication and collaboration within a company and with its customers, suppliers, and other business stakeholders.

TERM	DEFINATION
Electronic Commerce (e-Commerce)	The buying and selling, marketing and servicing, and delivery and payment of products, services, and information over the Internet, intranets, extranets, and other networks, between an internetworked enterprise and its prospects, customers, suppliers, and other business partners. There are four categories of e-commerce: 1) Business-To-Consumer B2C), 2) Consumer-To-Consumer (C2C), 3) Business-To-Business e-Commerce, and 4) Business-To-Government (B2G).
Hardware Resource	Hardware resources include all physical devices and materials used in information processing. It includes not only machines, such as computers but also all data media, that is, tangible objects on which data are recorded, from sheets of paper to magnetic or optical disks.
Information System	(1) A set of people, procedures, and resources that collects, transforms, and disseminates information in an organization. (2) A system that accepts data resources as input and processes them into information products as output.
Information Technology (IT)	Hardware, software, telecommunications, database management, and other information processing technologies used in computer based information systems.
Network Resource	Communication technologies and networks are fundamental resource components of all information systems. Network resources include communications media and networks.
Operational Planning	Operational planning is done on a short-term basis to implement and control day-to-day operations.
People Resource	People are the essential ingredient for the successful operation of all information systems. People resources include end users and IS specialists.

TERM	DEFINATION
Scenario Approach	A planning approach in which managers, employees, and planners create scenarios of what an organization will be like three to five years or more into the future and identify the role IT can play in those scenarios.
Software Resource	Software resources include all sets of information processing instructions. It includes both programs and procedures.
Strategic Planning	The process by which executives in an organization develop its mission, goals, strategies, and policies.
SWOT Analysis	A business planning process in which various aspects of a business situation are analyzed and compared. SWOT is an acronym for Strengths, Weaknesses, Opportunities, and Threats.
Tactical Planning	Tactical planning involves the setting of objectives and the development of procedures, rules, schedules, and budgets.